

Contributing to the realization of a circular economy in Japan's manufacturing industry

Company overview



Company name

SGM Magnetics S.p.A.
Japan branch

Parent company

SGM Magnetics S.p.A.
(Italy)

Timing and location of entry

2023, Nagoya, Aichi Prefecture

Manner of entry

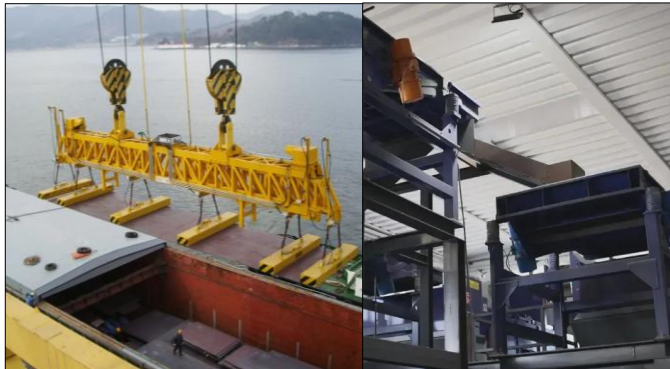
Sales base

Other facilities in Japan

None

Primary business activities Company strengths

The company excels in the manufacture and sale of magnet lifting systems (devices that use magnets to transport steel plates and steel sheets) and metal sorting machines. Its metal sorting machines can separate scrap into high-purity materials in a short time, contributing to the circular economy.



Background and objectives for market entry

2023

- Japanese companies have historically exported metal scrap generated during manufacturing processes to China, leading to anticipated demand in Japan for this company's sorting machines.
- The Greater Nagoya area has a particularly strong concentration of manufacturing companies and generates large volumes of scrap from production processes, making it a highly attractive market.
- The time required to establish operations was eight months, and thanks in part to support from the Greater Nagoya Initiative Center and the City of Nagoya, the company was able to open a facility without major obstacles.

Results after entry

- In recent years, the company's products have been adopted as metal sorting machines in large-scale recycling plant construction projects, helping it steadily build a track record in Japan.
- The company's sorting machines offer advantages in terms of pricing and high processing speed, and their ability to sort metals at high levels of purity has earned customer trust.

Contributions to Greater Nagoya region

2025

- Because the company's sorting machines can separate metals at high levels of purity, they contribute to Japan's manufacturing circular economy by facilitating resource reuse.
- When introducing equipment to customers, the company actively proposes and utilizes various subsidies offered by national and local governments to support capital investment.
- Compared with crane-based transport, the company's magnet lifting systems offer superior safety and speed, and wider adoption is expected to push up productivity.

Future outlook

Future

- Awareness of magnet-based product handling remains low in Japan, so the company is actively promoting benefits such as the absence of damage to transported products and high safety and work efficiency as it looks to expand the market share of its magnet lifting systems.
- In the future, the company is also considering establishing a manufacturing base in Japan. It also plans to focus on recruiting personnel and developing engineers domestically and is considering visiting technical high schools.